



FOR IMMEDIATE RELEASE

May 13, 2009

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Matt Nettleton Joins Sandler Training as Indiana Director of Sales

Matt Nettleton has joined Trustpointe as Indiana Director of Sales. Trustpointe is an award winning franchise of Sandler Training and has helped more than 500 companies and thousands of individuals accomplish their goals by improving their ability to create and manage effective business relationships based on trust and respect.

Nettleton brings a wide variety of experience having worked for Fortune 50 companies and small internet start-up companies. In addition, he has been associated with Sandler Training since 2002 as both a client and a trainer.

"Matt is an exceptional talent and in many ways we have identical beliefs about selling and human relations," said Trustpointe principal Tim Roberts. "While our styles are different, having Matt as part of Trustpointe's Sandler Training team will make us stronger individually and as a team."



"It works both ways," said Nettleton. "Over the years I have become a fan of Tim Roberts and what he has built at Trustpointe as a Sandler trainer. He not only teaches people the tactical use of a selling system, he also arms people with the knowledge and beliefs that allow them to operate in a high trust environment. I hope to provide some additional value to the clients Tim has developed."

Sandler Training and Trustpointe is designed to create lasting "performance improvement" rather than the motivational "quick fix" typical of many seminar-based training programs. To help you accomplish your goals, Sandler Training provides "reinforcement training," a system that combines quality materials along with access to ongoing training workshops and individual coaching sessions. "Sandler's content is brilliant. Trustpointe pushes you to be your best. You will see results immediately," says Kristen Jones, President, Jones Mortgage Group.

ABOUT TRUSTPOINTE AND SANDLER TRAINING

Trustpointe is one of Indiana's premier training centers for Sandler Training. Sandler Training is a world leader in innovative sales and sales management training. For more than 40 years, Sandler has taught its distinctive, non-traditional selling system and highly effective sales training methodology, which has helped salespeople and sales managers take charge of the process. Tim Roberts, Principal of Trustpointe, is considered a leading expert on becoming a Trusted Advisor. As an established author and sought-after public speaker, Roberts' teachings include sales, communication skills, leadership, team building, the pursuit of excellence and becoming a winner. Trustpointe, Inc. is located at 6666 E. 75th Street, Suite 150 in Indianapolis, Indiana and can be reached by telephone at 317.845.0041, by email at tim@thetrustpointe.com, or via the Internet at www.thetrustpointe.com.

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